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WHOLESALE LIST

Austin Originations

No Collection Complete Without
These Beautiful Varieties

A. H. Austin Co.

HOME OF ELM HILL GLADIOLI

WAYLAND, OHIO



IT WAS OVER A QUARTER OF A century ago that the first Gladiolus bloomed for us and won first place in our hearts. More and more came, and in company with Mother Nature work among them became enchantment. We dreamed of sending them into the world that others might revel in their beauty, but the Elms whispered "Wait". Years rolled on and magic came to rule our garden. Long, slender, graceful stems displaced short, stiff spikes (spikes is not a pretty word to be the bearer of beauty). Through years of waiting and the intricate processes of hybridization and selection, giant new and beautiful forms and marvelous colorings were ours, and we knew that the dream could come true. Our belief is firm that the tallest and most graceful Gladioli in existence have been produced, and now we are offering them to you from their HOME AT ELM HILL.

THE BIG 4—EVELYN KIRTLAND, BERTREX, GRETCHEN ZANG AND HERADA

Their superiority has been proven by winning numerous First Prizes and Silver Cups at leading exhibitions

EVELYN KIRTLAND

(Mrs. Austin)

It is difficult to describe in words the beauty of this variety. The flowers of strong substance, are a beautiful shade of rosy pink, darker at the edges, fading to shell pink at the center, with brilliant scarlet blotches on lower petals. Entire flower showing a glistening, sparkling lustre. The form is wide open, somewhat reflexed, slightly fluted and many open at one time. Spike is very tall, straight but slender and bending gracefully with its burden of blooms. Wonderfully decorative.

Read these words of praise from Mr. A. M. Pudor, wholesale and retail florist and proprietor of The Pudor Floral Farms, Puyallup, Washington:

"The writer well remembers the day he cut the first Evelyn Kirtland and exclaimed 'What a beautiful thing you are', and GRETCHEN ZANG IS NOT BEHIND. We think it most remarkable for the small sized bulbs we bought of Evelyn Kirtland and Gretchen Zang to produce such wonderful flower spikes, indeed they were tall enough and the blooms large enough to suit our most exacting retail florist customer."

A Prize Winner wherever shown.

\$9.00 per 100

BERTREX

(Mrs. Austin)

Stands right at the top of all existing white varieties. Flowers of great substance and of the size and form of America. Increases rapidly, takes up water well and a good shipper. Our customers give their unqualified endorsement. A cup winner.

Read this one: "Of twenty new varieties tried the past season Bertrex was the best for cut flowers, even excelling America, the old standard."—Henry C. Eckert, ———, Ill.

\$8.00 per 100



Miss Evelyn Kirtland measuring length of spike (note yard stick) of the Gladiolus named for her. The one she is measuring was cut close to the ground. Three buds are off the top in the illustration. The other spikes were cut leaving four leaves for foliage.

GRETCHEN ZANG

(Mrs. Austin)

A fitting companion to the Evelyn Kirtland. Large heavy sparkling blooms, a beautiful soft melting shade of pink blending into scarlet on lower petals. Spike tall and graceful. Blooms from small bulbs.

A First Prize Winner and Award of Merit from Gladiolus Society of Ohio.

"The bulbs of Gretchen Zang from you did beautifully. It is the most pleasing shade of pink I have ever seen in a "Glad." The florists were very eager for me to grow them in large numbers."—E. T. Wiggington, Louisville, Ky.

"I have Gretchen Zang and like it. The color is soft and restful, more so than the Kirtland, I think."

C. Cooke, Gladiolus Grower, ———, Ohio

\$6.00 per 100

HERADA

(Mrs. Austin)

A new variety and a new color in Gladioli. Blooms of immense size on tall straight spikes. Massive in every way. The blooms are pure mauve, glistening and clear. Unusually striking and attractive.

Winner of First Prize, "Size of Bloom and Spike Only to Count." Also winner in "Best Display New Seedlings." Award of Merit Gladiolus Society of Ohio.

"A new touch of color was added to our garden last summer by the introduction of Herada, a brilliant mauve that is bound to become popular."—Montague Chamberlain in Garden Magazine.

\$8.00 per 100

PLANTING STOCK—One-half to One Inch Diameter, One-half Above Prices.

SMALL PLANTING STOCK—One-fourth to One-half Inch—Evelyn Kirtland \$22.50 per 1000; Gretchen Zang \$15.00 per 1000;

Bertrex and Herada, each at \$20.00 per 1000.

25 at 100 Rates. Write for Discount on 1000 or more. All quotations subject to prior sale

ADDITIONAL AUSTIN ORIGINATIONS

ROSE WELLS

Large, wide open flowers; clear pale rose with small attractive blotch of lilac-rose touched yellow. Spike similar and nearly as tall as Evelyn Kirtland. A worthy variety in every way. Prize Winner in Display New Seedlings, Cleveland, 1915. \$4.00 per 100

"If I could have but two varieties from your field I would choose Evelyn Kirtland and Rose Wells."—E. Colwell, Steubenville, Ohio.

WHITE CLUSTER

Large blooms of remarkable substance, opening nearly flat. Pure white with touch of rose deep in throat. Valuable for florists' design work because of its great substance. Spike of ordinary height. Try this one. \$4.00 per 100

PRICED PER DOZEN

WAMBA

Enormous blooms of a deep salmon.

A First Prize Winner under temporary name of Enormous Salmon. \$1.50

CARDISUN

Dark velvety red with nearly black throat.

First Prize Winner as Best New Red at show of Gladiolus Society of Ohio. \$1.50

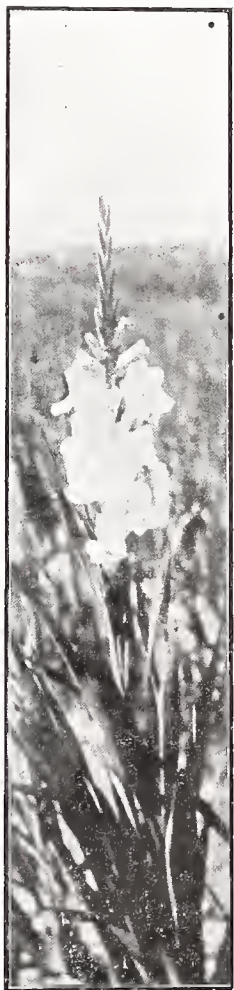
HALO

Large flower, clear cream color with green blotch in the throat. Growth strong, similar to Schwaben. \$2.00

MARY BELLARD

A fine wide open white flower slightly marked pure lavender on lower petal.

\$1.50



FIELD SPIKE OF BERTREX

A. H. Austin Co.

WAYLAND, OHIO



GRETCHEN ZANG

Buy it liberally—it's a winner and a comer.

James F. Rychlik, Florist and Grower, Painesville, Ohio, writes: "Please inform me if you can let me have 2,500 GRETCHEN ZANG. I had spikes of Gretchen Zang over five feet in height and with from eighteen to twenty-six blossoms."

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IMPORTANT

ENDORSEMENT:

A. F. J. Baur, of Baur & Steinkamp, Wholesale Florists and noted Carnation Breeders, Indianapolis, writes: "Please quote us on EVELYN KIRTLAND and BERTREX in various quantities. EVELYN KIRTLAND turned out to be what the writer thought. It is the FINEST PINK IN EXISTENCE. BERTREX is an unusually good white. Both should become leaders."

Trade List of Gladiolus Bulbs

GROWN BY

A. H. AUSTIN CO., WAYLAND, OHIO

	First	Second	Third	1000 Bulblets
PER 100 America -----	\$2.25	\$1.75	\$1.25	\$.50
Delicate pink				
Mrs. Francis King -----	2.00	1.50	1.00	.50
Flame color				
Augusta -----	2.00	1.50	1.00	.50
Florists' white				
Mrs. Frank Pendelton Jr. --	6.00	4.50	3.00	1.50
Bright pink, carmine blotch				
Willy Wigman -----	3.50			.50
White, crimson blotch				
Niagara -----	4.00	3.50	2.50	1.00
Soft yellow				
Baron Hulot -----	2.50	2.00	1.50	1.00
Best blue				
Canary Bird -----	6.00	5.00	4.00	4.00
Deep yellow				
K. Glo: y -----	5.00	4.00	3.00	3.00
(Ruffled) cream				
Peace -----	3.50	2.50	2.00	2.00
A grand white				
Princeps -----	3.50	2.50	2.00	2.00
Amaryllis flowered				
Halley -----	2.50	1.75	1.00	1.00
Salmon pink, early				
Prince of Wales -----	10.00	7.50	5.00	
Delicate apricot color, early				
Golden King -----	4.00	3.00	2.00	1.00
Large yellow				
Ida Van -----	3.00	2.50	2.00	1.00
Bright cerise				
Mrs. W. E. Fryer -----	4.00	3.00	2.00	3.00
Striking red				
Myrtle -----	7.00	5.00		
Arbutus pink				
Panama -----	3.00	2.50	2.00	2.00
Large rose pink				
Pink Perfection -----	5.00	4.00	3.00	2.00
Very large				
Empress of India -----	3.00	2.00	1.50	2.00
Very dark red				
Schwaben -----	4.50	3.50	2.50	1.50
Very large light yellow				
Primulinus Hybrids -----	2.25	1.75	1.25	.75
All Color Mixture -----	2.00	1.50	1.00	.50
Extra choice				
Yellow Mixture -----	2.00	1.50	1.00	.50
High grade				

25 at 100 rates; 1000 lots 10% discount.

First size 1 1/2 inches up; second 1 1/4 to 1 1/2 inches;
third 1 to 1 1/4 inches.

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